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PAPER MERCHANT SALES REPORT April, 1990

(by NPTA Region)	Sales per Selling Day April, 1990 Compared to April, 1989	Sales per Selling Day April, 1990 Compared to March, 1990	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of April 1989	1990	Calendar Day Cost of ending March Inventory 1989	1990
INDUSTRIAL							
1	+ 7.6	+ 0.3	+ 4.2	36	41	60	58
2	- 0.1	2.3	+ 3.9	35	37	57	60
3	- 4.0	- 7.9	- 1.0	37	36	57	58
4	- 1.6	+ 8.4	- 2.8	37	37	64	57
5	- 0.5	+ 4.8	+ 6.6	36	32	63	60
6	- 6.7	+ 2.2	- 2.8	42	41	72	74
7	- 3.9	+ 2.1	+ 0.3	33	34	60	60
8	- 3.8	- 1.7	- 0.4	37	36	56	69
9	+ 3.4	+ 8.6	+ 6.9	40	37	80	54
NY	+ 5.8	- 10.1	+ 9.8	49	45	**	**
CHICAGO	- 4.0	- 2.5	- 7.3	39	40	54	69
LA	0	- 2.7	+ 3.4	43	40	65	64
US	- 2.0	- 0.4	+ 1.0	38	37	59	59
PRINTING							
1	- 2.5	- 10.8	- 1.5	43	45	53	50
2	- 5.0	- 7.6	- 0.8	41	37	60	59
3	- 6.0	+ 0.4	- 1.7	37	38	85	69
4	+ 1.9	+ 4.0	+ 3.8	40	41	66	60
5	+ 6.7	+ 8.7	+ 4.6	37	38	68	67
6	+ 0.7	+ 2.6	+ 1.0	39	42	74	74
7	- 3.1	- 5.2	- 0.8	34	38	72	62
8	+11.7	+ 7.6	+ 4.8	35	38	69	67
9	+ 1.1	- 4.1	+ 3.1	36	35	66	57
NY	+ 5.1	+ 8.9	+ 1.0	42	40	54	66
CHICAGO	- 4.8	- 9.5	+ 1.3	36	39	67	61
LA	+ 2.7	- 6.2	+ 5.1	38	38	99	76
US	+ 0.5	0	+1.4	39	39	72	65

COMMENTS ON APRIL'S SALES CHANGES. Industrial goods show a decrease from last year, but the industrial Producer Price Increase numbers show virtually no change since last year. This continues the typical industrial sales pattern of changes fairly close to the Procuer Price Index. Region 1 had the highest increase for the month and New York metro the highest for the 4-month period. Region 6 showed the greatest decrease for the month, and Chicago the greatest for the year-to-date figures. *PRINTING* sales increases for April were barely positive, but are accompanied by a Producer Price Index decrease of over 2%.

DAYS OUTSTANDING for April are virtually unchanged from 1989 and March. **INVENTORY DAYS** at the end of March show little change from last year for Industrial goods. Printing goods show no change from February and a sharp drop from 1989, but 1989's numbers reflected 1989's tight supply situation (with rises in inventory during periods of tight supply).

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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